HAYNES BOONE

Haynes and Boone SC Ranked in Top Six for Mexico M&A in 2015

By Alberto de la Peña, Steven Koch, César Ramirez del Angel, Edgar Klee, Mauricio Reynoso, Fernanda Ruizesparza | May 18, 2016

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Latin Lawyer researchers have ranked Haynes Boone SC in the top six in deal count and top four in deal value for 2015 Mexico M&A transactions.

Deals handled by the firm last year totaled $5.638 billion, according to the figures listed in the magazine's just-released league tables, which are based on the publication's daily online briefing of transactions announced between January 1 and December 31, 2015.

“This ranking clearly shows that our lawyers have earned the trust of clients to handle their most sophisticated and important deals being conducted in Mexico,” said Dallas Partner Alberto de la Peña, leader of the firm’s International Section. “It was quite a year for us, and we look forward to building on this wonderful success.”

Transactions handled by the firm's lawyers last year included Blackstone's $3.3 billion purchase of the Mexican real estate portfolio of GE Real Estate, which was recently honored as *Latin Lawyer's* Corporate Finance Deal of the Year.

The Haynes Boone attorneys, led by New York City Partners Steven Koch and Aaron Beim and Mexico City Partners Antonio Diez de Bonilla, Jorge Labastida and Luis Moreno, assisted Blackstone with several matters related to the acquisition, including due diligence of the loan portfolio, review and negotiation of a Mexican Master Factoring/ Assignment Agreement, review and negotiation of individual Factoring/ Assignment Agreements for 43 loans, and assisting with certain specific aspects of the seller financing.

Other attorneys with roles included Mexico City Counsel Rafael Carmona and Associates Gerardo Adame, Cesar Ramirez, Damian Gonzalez, Roxana Burciaga and Roberto Guerrero, and Dallas Partner Alberto de la Peña and Associate Eduardo Marquez.

In another noted matter of 2015, Haynes Boone acted as counsel to a group of leading Mexican institutional investors in their $2.1 billion joint venture (through a CKD vehicle) with Canadian pension fund manager Caisse de dépôt et placement du Québec (CDPQ) for investments in Mexican infrastructure.

The Haynes Boone team was led by Labastida (who previously led the Haynes Boone team that advised Afore XXI-Banorte in its US$1.8 billion acquisition of Afore Bancomer, named 2013 M&A Deal of the Year by *LatinFinance Magazine*). The team included Adame and Carmona. Mexico City Partner Edgar Klee and Associates Mauricio Reynoso and Fernanda Ruizesparza advised on tax matters.

The magazine said that the number of transactions involving Mexican firms covered by *Latin Lawyer* has risen every year since it launched the M&A league tables in 2013. Last year, *Latin Lawyer* reported on 45 deals, compared to 35 in 2014, 29 in 2013 and 22 in 2012.

"The forces driving each sector's growth in Mexico are varied," researchers said. "Energy reforms instituted by the Peña Nieto administration have encouraged foreign companies to enter the market, while rising real estate and retail growth is closely linked to the country's rapidly growing middle class. Activity in other sectors like pharmaceuticals is driven by global trends favoring greater consolidation."